

BPED23B3

## RJR RETAIL ACCRUAL STATEMENT

08/29/97  
09:52ACCOUNT : HESS CO-OP  
SALES LEVEL :  
PAY DIVISION: 1240

CHAIN ID: 0353-02-00

# STORES: 203

MONTHLY 1997 TOTALS JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC

## BASE ACCRUALS

BASE \$	6,647	6,548	6,515	6,515	6,515	6,482	6,515	6,647	6,647	6,647	6,647	6,647
RATD \$	0	0	0	0	0	0	0	0	0	0	0	0
TRANSFERS	0	0	0	0	0	0	0	0	0	0	0	0

TOTAL BASE ACCRUALS	6,647	6,548	6,515	6,515	6,515	6,482	6,515	6,647	6,647	6,647	6,647	6,647
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## BASE SPENDING

TOTAL FP DISCOUNTING	306	2,848	1,281	1,482	2,098	8,050	5,509	14	0	0	0	0
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## RJR MATCH ACCRUALS

RJR MATCH \$	2,408	2,372	2,360	2,360	2,360	2,348	2,360	2,408	2,408	2,408	2,408	2,408
TRANSFERS	0	0	0	0	0	0	0	0	0	0	0	0

TOTAL RJR MATCH ACCRUALS	2,408	2,372	2,360	2,360	2,360	2,348	2,360	2,408	2,408	2,408	2,408	2,408
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## MATCH SPENDING

RJR MATCH SPENT	0	0	0	0	0	0	0	0	0	0	0	0
MATCH PLANNED SPENDING	0	0	0	0	0	0	0	0	0	0	0	0

## RETAILER MATCH ACCRUALS

RETAILER MATCH \$	2,408	2,372	2,360	2,360	2,360	2,348	2,360	2,408	2,408	2,408	2,408	2,408
RETAILER MATCH SPENDING	0	0	0	0	0	0	0	0	0	0	0	0

RETAILER MATCH SPENT	0	0	0	0	0	0	0	0	0	0	0	0
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## YEAR TO DATE TOTALS

	BASE	RJR MATCH	RETAILER MATCH	ADDITIONAL SPENDING	TOTAL
TOTAL ACCRUALS	78,972	28,608	28,608		136,188
RATD CONTRACTS	0				0
TRANSFERS	0	0			
SPENDING	21,588	0	0	0	21,588
FUNDS AVAILABLE TO SPEND	57,384	28,608	28,608		114,600

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BPED23B3

## RJR RETAIL ACCRUAL STATEMENT

08/29/97  
09:52

ACCOUNT : HESS MART INC.

CHAIN ID: 0353-03-00

SALES LEVEL :

PAY DIVISION: 1240

# STORES: 149

MONTHLY 1997 TOTALS

JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC

## BASE ACCRUALS

BASE \$	13,965	16,317	16,317	16,317	16,317	16,317	16,428	16,428	16,428	16,428	16,428	16,428
RATD \$	0	0	0	0	0	0	0	0	0	0	0	0
TRANSFERS	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL BASE ACCRUALS	13,965	16,317	16,317	16,317	16,317	16,317	16,428	16,428	16,428	16,428	16,428	16,428

## BASE SPENDING

TOTAL FP DISCOUNTING	411	2,932	2,197	40,620	23,329	11,785	22,801	19,151	0	0	0	0
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## RJR MATCH ACCRUALS

RJR MATCH \$	4,998	5,880	5,880	5,880	5,880	5,880	5,920	5,920	5,920	5,920	5,920	5,920
TRANSFERS	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL RJR MATCH ACCRUALS	4,998	5,880	5,880	5,880	5,880	5,880	5,920	5,920	5,920	5,920	5,920	5,920

## MATCH SPENDING

RJR MATCH SPENT	0	0	0	0	0	0	2,367	0	0	0	0	0
MATCH PLANNED SPENDING	0	0	0	0	0	0	0	0	0	0	0	0

## RETAILER MATCH ACCRUALS

RETAILER MATCH \$	4,998	5,880	5,880	5,880	5,880	5,880	5,920	5,920	5,920	5,920	5,920	5,920
RETAILER MATCH SPENDING	0	0	0	0	0	0	0	0	0	0	0	0
RETAILER MATCH SPENT	0	0	0	0	0	0	0	0	0	0	0	0

## YEAR TO DATE TOTALS

	BASE	RJR MATCH	RETAILER MATCH	ADDITIONAL SPENDING	TOTAL
TOTAL ACCRUALS	194,118	69,918	69,918		333,954
RATD CONTRACTS	0				0
TRANSFERS	0	0			
SPENDING	123,226	2,367	0	0	125,593
FUNDS AVAILABLE TO SPEND	70,892	67,551	69,918		208,361

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